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TO REALITY



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Kristin Sheckler

Partner Spotlight:
3Rivers Federal
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Partner Spotlight:
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Partner Spotlight:
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Top 100 Standings

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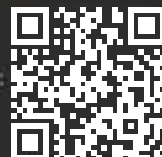
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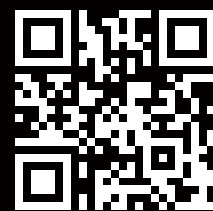
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Kristin Sheckler



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In case you missed it...

Q1 is one of my favorite times of the year. Why, you may ask? Well, because February means a new Top 300 Class! **Congratulations** if this is your first time receiving the magazine. Also, congratulations if you have received the magazine from the beginning and find yourself remaining in the Top 300 Real Estate Agents in Northeast Indiana for the year 2025. If you are new to receiving *Fort Wayne Real Producers*, there is a section called "The Real Update" in the back that explains who we are and what we do. However, once you read all the stories each month, you will have a pretty good idea of what we are all about.

Every February, we reset the distribution to run for 12 months and be sent for free

to the Top 300 Northeast Indiana real estate agents from the year before. This is based on closed volume from both the UPSTAR and NE Indiana boards. For 2025, the cutoff was right around \$5.1 million in closed volume for the year 2024. This is the highest mark to date! We've never had a higher number for #300 in 7 years of doing this so if you are receiving this publication, give yourself a pat on the back! It's quite the accomplishment.

Q1 also means it's time for The RPAs (Real Producers Awards Gala)! I'm sure you've heard by now, but we have a little event happening on March 13th from 6:00-10:00pm at The Grand Wayne Center. If you haven't



gotten your tickets yet, make sure you grab them before they are gone! (You and your +1 will each need a ticket). This event WILL sell out. Your ticket includes entry to the evening, dinner, drink ticket, and a portion of your ticket purchase goes to saving lives and fighting human trafficking! Stand with us as we speak up for those who can't.

As always, if you have any questions, please reach out anytime!

See you on March 13th!

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A Foundation Built on Experience

Rivers Edge Construction is more than just a remodeling company—it's a testament to decades of industry expertise and relationship-building.

With a combined 36 years of experience in construction, founders Glenn and Aaron bring a depth of knowledge and passion to every project. Their journey began in their youth, with Glenn stepping onto his first job site the summer after his freshman year of high school in 1989 and Aaron interning with Glenn during his own high school years.

Their shared background reflects a strong commitment to discipline and hard work, shaped by Glenn's military service in the U.S. Navy and Aaron's early career in real estate.

These experiences instilled values of perseverance and relationship-building that continue to guide their work today.

The Art of Remodeling and Custom Home Building

While Rivers Edge Construction specializes in residential remodeling, their expertise extends to building custom homes for clients who seek a personalized touch. They take pride in helping realtors provide exceptional service by stepping in as experienced partners. This collaborative approach allows them to address complex



CRAFTING LEGACIES, ONE HOME AT A TIME





Glenn



Jodi

challenges and ensure seamless results for homeowners.

“Our relationships and 36 years in the industry truly set us apart,” Glenn notes. These relationships are built on trust, communication, and a shared dedication to excellence.

Family and Faith at the Core

Rivers Edge Construction is not just a business; it’s a family affair. Glenn and Aaron’s commitment to their families mirrors their dedication to their clients. Glenn speaks proudly of his wife, children, and grandchildren, crediting his wife as the steadying force behind his success. Aaron shares a similar devotion to his wife, Kearstin, and their three children, emphasizing the importance of building a legacy for future generations.

Faith is another cornerstone of their journey. Both Glenn and Aaron credit God’s grace as a driving force behind their success. “Trusting God has been



essential,” Aaron explains. “Every success and failure has refined who we are.”

Challenges and Triumphs

Like any business, Rivers Edge Construction has faced its share of

challenges. Glenn and Aaron reflect on the importance of staying true to their own paths, trusting in God’s plan, and managing the personalities that come with running a business. Through these experiences, they’ve discovered the

“**TRUSTING GOD HAS BEEN ESSENTIAL. EVERY SUCCESS AND FAILURE HAS REFINED WHO WE ARE.**”



Aaron



importance of perseverance and the joy of mentoring the next generation.

For Glenn, the most rewarding part of his role is meeting new people and mentoring young professionals. Aaron finds fulfillment in helping others and seeing the happiness that a well-done project brings to clients.

Building the Future

Looking ahead, Glenn and Aaron are committed to inspiring young people to join the construction industry. They aim to show the next generation the endless possibilities in this field, encouraging collaboration and mutual support among businesses.

“We want to change the way companies help each other and encourage young talent to see how amazing this business can be,” says Aaron.

A Legacy of Excellence

At Rivers Edge Construction, success is not just about completing projects; it's about building lasting relationships, creating happy clients, and leaving a legacy. Glenn sums it up perfectly: “Success is taking each day as it comes, facing the changes, and rising up the next day to do it again.”

With their unwavering dedication to their craft, their faith, and their families,

“SUCCESS IS TAKING

EACH DAY AS IT COMES,

FACING THE CHANGES,

& RISING UP THE NEXT

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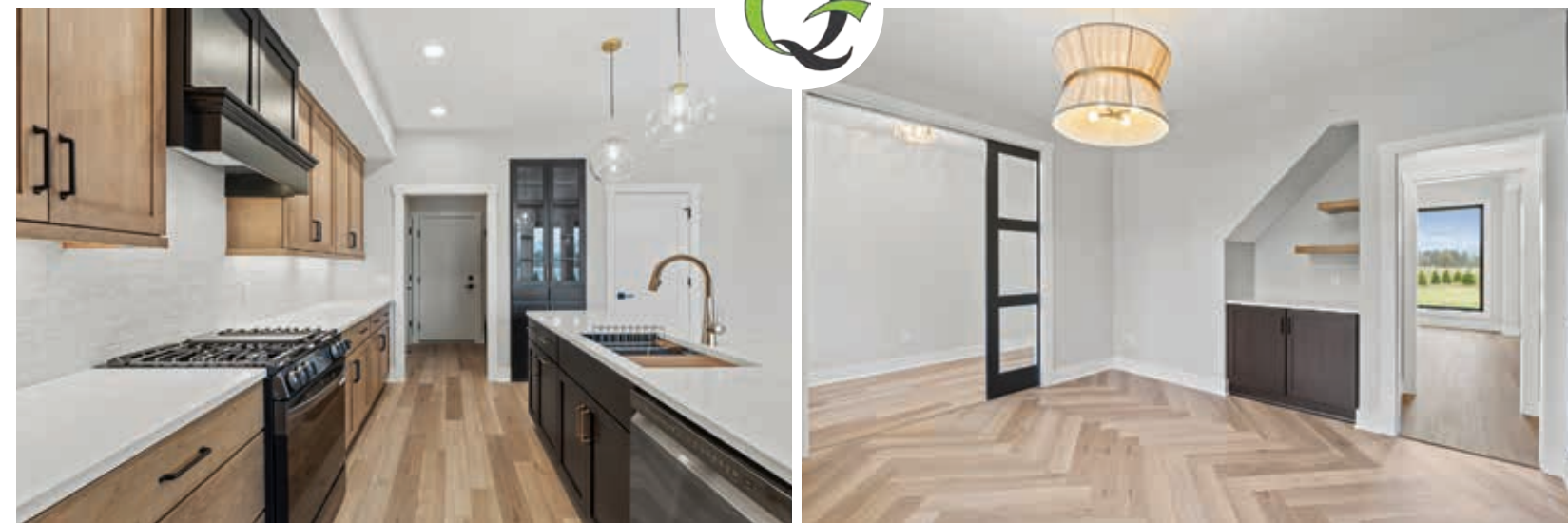
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Kristin Sheckler

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How many years have you been a realtor?
Going on 4!

What is your career volume as a realtor?
\$11,105,780 (\$11,495,780 end of January)

What was your total volume last year?
\$2,090,100

What awards have you achieved as a realtor?
Real Producers Top 300 Agent (1 year), Real Producers Team of the Year 2023, KW Capper

When did you start your career in real estate?
After I had my second child, Nate, in 2020, I knew I wanted to be able to stay home with my kids. I previously worked with a local builder and real estate brokerage helping with marketing at my previous job, so I was already very interested in the industry. I decided I would get my license and see how things went, and I got licensed in early 2021!

What did you do before you became a realtor?
I have a Bachelor's Degree in Broadcasting with a minor in marketing, and worked for Federated Media for 7 years. At Federated Media, I was a Promotion's Director, did a little on-air work, and then was a Marketing Consultant/Account Executive. Working in radio was so much fun, and I am so grateful for my time there. I learned a ton from my experiences there that have truly helped me in my real estate business.



“Having 4 young kids, my dream is to have a steady and dependable business.”



industry...not being too hard on myself, and giving myself, and others, plenty of grace.

How does real estate fit into your dreams and goals?

I'm probably different than your typical Real Producer when it comes to achieving and having big goals of high producing numbers. With having 4 young kids, my dream is to have a steady and dependable business, and a brand people like, know, and trust! Real Estate has been the perfect career to fit into my dreams and goals. I wanted to be able to stay home with my kids when they are young, and be actively involved in their schools, and being a Realtor gives me that freedom. I have always loved working with others, sales, and have loved all things home, so the combination is perfect for me to be able to live out my career dreams, use my god-given skillset, all while being able to be at home too. It can be busy and chaotic, but I wouldn't have it any other way!

What's your favorite part of being a realtor?

Without a doubt, being a part of people's huge life moments! It's so much more than selling real estate, It's helping others write chapters of their lives. I love that I get to meet so many people, and help them achieve their homeownership dreams, and learn to love where they live!

What are you passionate about right now in your business?

The people...always building relationships and networking with others! I am also very passionate about working with "move up buyers." The people in similar phases of life as I am, that I can help and navigate through the huge process of the double move. I relate to them, I've been in their shoes, and want them to know I'm here to make the process as smooth as possible for them, and to take as much stress away as I can.

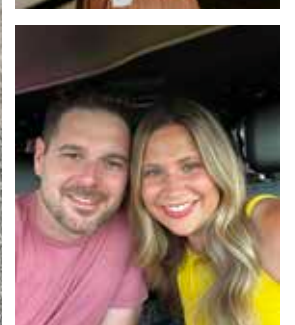
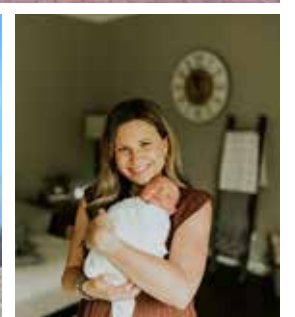
I also am very passionate about social media! When I first started almost 4 years ago, I knew I wanted to fully utilize social media, and do it differently than other agents were using it at the time. I love it, and have been using it to connect with others and grow a community. Social media is primarily how I run my business (I do not do the typical lead generation of cold calling, door knocking, and calling expired/FSBOs), so creating an authentic brand/community on social media, and to be able to give advice, educate, and connect has been huge for me! I want to help everyone love where they live!

What has been the most rewarding part of your business?

Outside of helping others, being able to live the life I've always wanted: prioritizing my family/ being home with the kids, while also being able to work in a field I am passionate about, and having the flexibility/freedom to do it.

What was your biggest challenge as a realtor?

Learning how to balance all my responsibilities of being a wife, mom, and agent. Also, just understanding the highs and lows of the



“Social media is primarily how I run my business, so creating an authentic brand/community on social media, and to be able to give advice, educate, and connect has been huge for me! I want to help everyone love where they live!”



Define success.

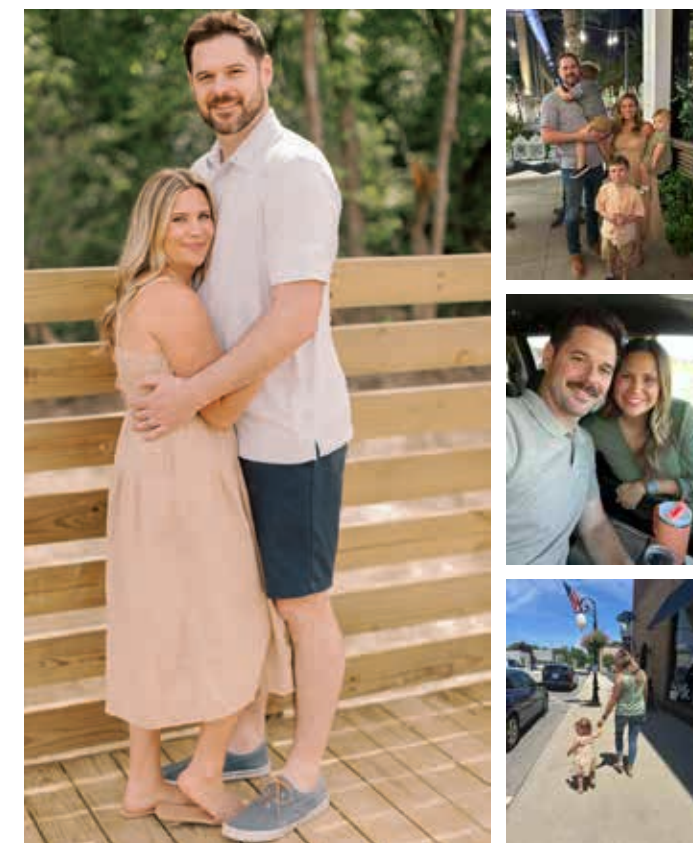
-Success to me is living the life that God has called me to as a wife, mother, and professional. Success is being able to serve joyfully while using my strengths and skills to help others. Success is enjoying the mundane and every day moments. Success is having a home where my family, and others, feel safe and loved in. Lastly, and the biggest one, success is raising good and kind humans. Being able to build a successful business is just an added bonus!

Tell us about your family.

My family is my why, and everything to me! At a young age, I always wanted to have a big family, and I've been so blessed to have one. My husband, Doug, and I have been together over 11 years, and married for 8 this May. He is my biggest supporter in my career, and I'm so thankful! We have four kids: Luke (6), Nathan (4), Lucy (2), and Samuel (11 months). I am very close with all of my family and extended family as well.

Favorite books?

I'm glad you asked! I am an avid reader and reading is one of my favorite hobbies! One of my favorite things to do is give book recommendations. I usually am reading 3 books at once: a fiction, a non fiction,





and something on my kindle. *The Nightingale* by Kristin Hannah is my all-time favorite book, and my favorite series is *Harry Potter* (started my love for reading). I am also a big thriller/mystery reader and love anything by Riley Sager, Alice Feeney, Lisa Jewell, and Shari Lapena. Emily Henry is my favorite romance writer. Some of my favorite business/non-fiction books are: *Atomic Habits*, *Daring Greatly*, *the 12 Week Year*, *The One Thing*, and *Blink*.

Are there any charities or organizations you support?

I have supported Compassion International since I was 22. Growing up, my parents always sponsored a child, so when I graduated college I started to as well! I also support St. Jude Children's Hospital going back to my radio days (ran their half marathon twice in Nashville raising money for them). My team, The Ferrell Group, also supports Mission 25 and BABE locally in Columbia City.

What are your hobbies and interests outside of the business?

I love having hobbies. As a mom, I still think it's important to have hobbies for yourself to grow and

learn and still feel like yourself! Like I said, I am a huge reader, and I always have been! I love playing pickleball and taking long walks. I am a sports fanatic (Go, Colts) and love watching football, basketball, and tennis! I am also obsessed with skincare, and love trying new products and giving others recommendations. All things home and homemaking are huge interests of mine. I like to say I am a coastal grandmother who aspires to live and have my home be like a Nancy Meyers movie (IYKYK)! Outside of making memories with my family, I love investing in my friendships, and having girl's nights is a priority to me. Whether we get to go have dinner, drinks, or coffee at one of our favorite local places, go shopping, take walks, play pickleball, or stay in at one of our houses, it's important to me to make time for my friends. Community is everything. I also love hosting and anything seasonal!

Given your status and expertise, what is some advice you would give the up and coming top producer?

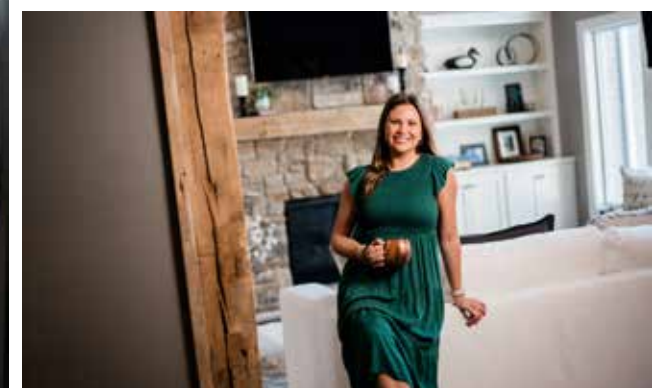
The biggest thing I would give advice on as an early agent, would be to nail down your systems and branding/marketing. This was one thing I worked very hard at my first year in real estate, and I think has set me up well. I have steady systems, and have created a brand that people like and trust. Another thing would be to ask a lot of questions, and learn as much as you possibly can. Always be a student, regardless of how long you've been in the industry. There are so many moving parts and different people

“The biggest thing I would give advice on as an early agent, would be to nail down your systems and branding/marketing.”

you deal with during a transaction, so understanding everyone's roles helps a lot! Lastly, have excellent communication, and don't be difficult to work with. You can negotiate and act in your client's best interests all while being kind:)

In closing, is there anything else you would like to communicate using this Ft. Wayne Real Producer platform?

I am so humbled and honored for this opportunity to be featured. I love living here and this community! I am also thankful for Keller Williams, The Ferrell Group, and Real Producers. I am so grateful for my team and my Team Lead, mentor, and friend, Brandon Ferrell, and all that he has done to invest in his agents, our team, and community. We are all truly family, and I'm so blessed to have his guidance and expertise. He has taught me so much, and I wouldn't be where I am today without The Ferrell Group! It has been so fun being a part of this industry, and becoming friends with, connecting, and learning from all the wonderful people in this community! I'm excited for this year:)





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If you have questions or would like further information, contact Amanda Blackburn at 260-755-5999



3RIVERS

FEDERAL CREDIT UNION

Celebrates 90 Years of Supporting Financial Wellness & Community Growth

BY ALY HESS, 3RIVERS MARKETING CONTENT MANAGER

As 3Rivers celebrates our 90th anniversary in 2025, we reflect on nine decades of commitment to community, continued growth, and making a meaningful impact in the lives of our members, team members, and community at-large.

Since our inception, our focus has been on more than simply providing financial services. We're focused on empowering people to achieve their financial dreams. By providing free financial counseling, educational resources, and innovative tools, we strive to support the financial wellness of individuals,

families, and businesses, helping them achieve their short and long-term money goals—including homeownership! Our members' success is at the heart of all we do and we're here to help them every step of the way.

We believe investing in our own team members is just as important, prioritizing their growth and success, personally and professionally. Their dedication drives the positive change we bring to the communities we serve. Through a culture rooted in support, professional development opportunities, and

competitive benefits, we empower our employees to thrive. When they succeed, our members and communities benefit, creating a ripple effect of growth and shared prosperity.

Over the years, 3Rivers has channeled substantial resources into the communities we call home. From event sponsorships, grants, and in-kind donations to college scholarships and thousands of volunteer hours, our commitment to giving back is unwavering. Since the establishment of the 3Rivers Credit Union Foundation in 2015—marking our 80th anniversary—

we've proudly granted over \$1.75 million, amplifying our mission of "people helping people."

Our journey has been one of remarkable growth. Founded in 1935 as the International Harvester Company Fort Wayne Works Employees Federal Credit Union, we began with just \$250 in assets and three employees. By 1947, we had reached \$1 million in assets, and by 1965, we were recognized as Indiana's largest credit union (we're currently the state's fourth largest credit union). In 2020, we expanded further with the



acquisition of West End Bank, extending our reach into East Central Indiana. Today, with nearly \$2.5 billion in assets and 24 branches, we proudly serve more than 130,000 members. Our recent expansion into Central Indiana reflects our enduring mission to help more individuals achieve financial wellness while staying true to our roots.

This legacy of growth and impact has not gone unnoticed. Over the years, we've been recognized as a top-performing credit union for service excellence, innovative financial solutions, community contributions, and employee satisfaction. Publications and organizations such as Forbes, Raddon, Bankrate, NerdWallet, Newsweek, S&P Global Market Intelligence, Peter Barron Stark, and Greater Fort Wayne Business Weekly have honored our efforts, reinforcing our dedication to excellence.

As we look to the future, our vision remains clear: to help people understand money matters and make informed



financial decisions every day. With a steadfast commitment to exceptional service, cutting-edge financial solutions, and a culture rooted in giving back, we're dedicated to supporting our members, employees, and communities for generations to come.

Thank you to the Greater Fort Wayne community for being a part of our journey. Here's to building brighter futures together for many decades to come!





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Team Spotlight!



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Nic Roberts



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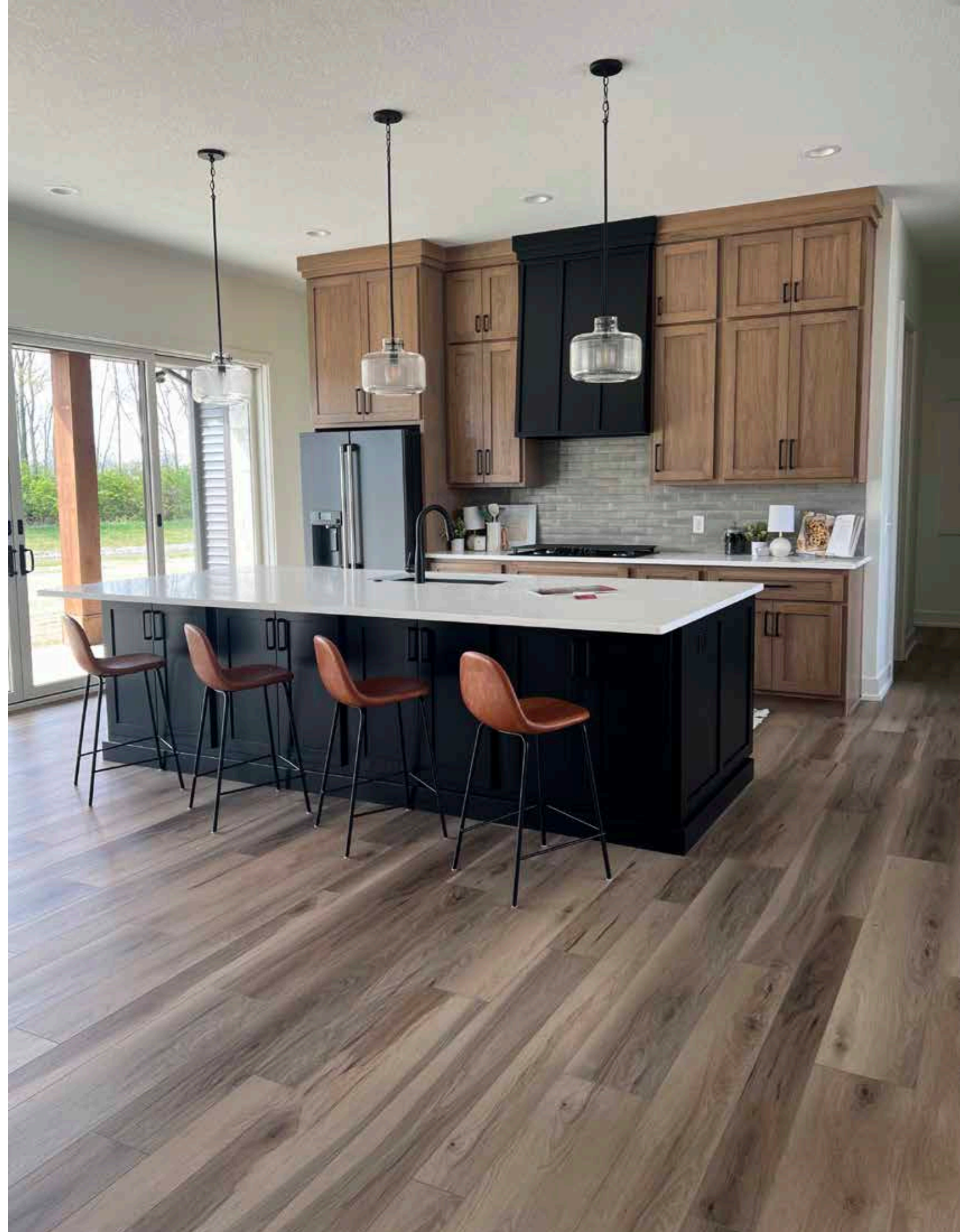
3KINGS

FLOORING

For more than 55 years, 3Kings Flooring has been a cornerstone of quality flooring in Fort Wayne and the surrounding communities. What began as a small family venture in 1968 has grown into a trusted, multi-generational business built on a foundation of hard work, craftsmanship, and an unwavering commitment to customer satisfaction. Today, 3Kings is led by Todd Ramsey and Jeremy Wirges, the son and grandson of founders Art and Marilyn Ramsey. Together, with their families and a dedicated team of employees, they continue to build upon the legacy that began over half a century ago.

The roots of 3Kings trace back to Art Ramsey and two other skilled flooring installers who became known as the “3Kings of Installation” due to their expertise and reputation for quality work. Their skills were so well-respected that builders and contractors soon began asking them not only to install flooring but also to supply the materials. This demand led to the opening of the 3Kings Flooring store in 1968, on Lima Road—a location that remains the company’s home to this day.

Today, 3Kings is more than just a flooring store. It is a true family business, with multiple generations working together to provide exceptional service. Todd and his wife, Sara, have four children and four grandchildren, while Jeremy



and his wife, Erin, are raising three daughters. Beyond ownership, the company employs five additional family members—Kyriah, Shaniah, Jamie, Travis, and Jen—who contribute to daily operations alongside a team of skilled installers, all of whom are considered part of the extended 3Kings family.

The company specializes in carpet, luxury vinyl, hardwood, and tile flooring, offering services that range from simple installations to complete flooring overhauls. Their ability to tailor their work to each client's needs has made them a trusted partner for homeowners and real estate professionals alike. For realtors, in particular, 3Kings has become a go-to resource. They are known for providing quick on-site assessments, competitive pricing, and efficient installations to meet the fast-paced demands of property transactions. Long-standing relationships with realtors often come with the added benefit of discounted pricing, reinforcing the company's reputation for loyalty and fairness.

What truly sets 3Kings apart from competitors is their work ethic and their approach to success. Their internal motto, "Hustling Harder," reflects their daily commitment to putting the customer first and ensuring every project is completed with precision and care. For the team at 3Kings, success is not defined by the number of jobs completed but by the satisfaction and trust of their customers. Each project represents more than just flooring—it is often a pivotal moment in a homeowner's life. Whether it's the excitement of a first home, a long-awaited renovation, or preparing a house for sale, 3Kings understands the significance of their work and takes great pride in bringing their clients' visions to life.

Continuing the family legacy was a natural path for both Todd and Jeremy. Growing up, they watched their grandparents build the business from the ground up and saw their fathers pour their hearts into expanding it. Though many of the family members attended



college or obtained associate degrees, their passion for the family business ultimately brought them back to 3Kings. Both Todd and Jeremy began their careers as installers, learning the trade hands-on before stepping into leadership roles. This experience not only gave them a deep understanding of flooring craftsmanship but also instilled a strong sense of pride in the work they do.

While the company's history and values remain deeply rooted in tradition, 3Kings is also looking toward an exciting future. As the team prepares for the Spring season, they are thrilled to announce the opening of a brand-new showroom. In a full-circle moment for the family, the property was once owned by the Ramseys years ago and has now come back into the 3Kings name. This fresh space will allow 3Kings to showcase their full range of products and capabilities in an interactive and user-friendly environment. The goal is to provide customers with an updated, hands-on shopping experience while introducing new and innovative flooring products to the Fort Wayne market.

The team is eager to share this next chapter with the community and is already planning a grand opening event in 2025. As part of the celebration, 3Kings will host a special open house for realtors and contractors, giving their valued partners an exclusive first look at the new showroom and the latest offerings.

Through all the growth and change, 3Kings remains grounded in the values that have guided the company for more than five decades: family, craftsmanship, and community. As they continue to "Hustle Harder" with each project, their passion for helping families and businesses transform their spaces remains at the heart of everything they do. Whether you are a homeowner envisioning a new look for your space or a realtor needing a trusted partner, 3Kings Flooring stands ready to bring your vision to life—now with an exciting new showroom to elevate the experience even further.

Nominate A Cover Story



FT WAYNE
REAL PRODUCERS
JANUARY 2025

Carrie White
WHERE HEART MEETS HOME

RISING STAR:
BROCK NOYE

CELEBRATING LEADERS:
MICK MCMAKEN

+
EVENT RECAP:
Block Party!

PARTNER SPOTLIGHT:
Flow-Tech Plumbing and Heating
Lancia Homes
Triumph Studio

TOP 100 STANDINGS

PHOTO CRED: DUSTIN MCKIBBEN

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FEBRUARY 2025

Dana Botteron
REDEFINING REAL ESTATE EXCELLENCE

RISING STAR:
Jarrett Bickel

CELEBRATING LEADERS:
Brad Noll

PARTNER SPOTLIGHT:
Michelle Miller,
Annie Mac Home Mortgage

PARTNER SPOTLIGHT:
Lakewood Park
Christian School

2024 Year-End Standings

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DANIEL QUINTERO

RISING STAR:
Lauren South

CELEBRATING LEADERS:
Marcus Christlieb,
F.C. Tucker

PARTNER SPOTLIGHT:
Trademark Title

PARTNER SPOTLIGHT:
Wayne Home & Design Co.

EVENT RECAP:
Mastermind Fort Wayne

PARTNER SPOTLIGHT:
NICK STAKER, RUOFF

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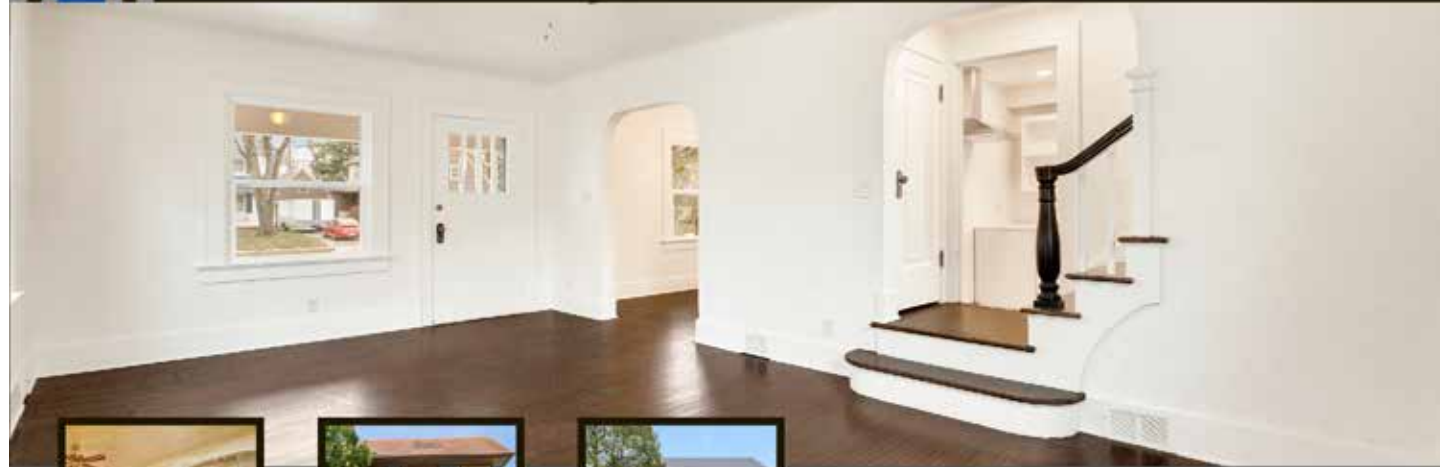
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EMILY

Ewing

Emily Ewing's journey into the world of real estate is nothing short of inspiring. Licensed in March 2023, Emily has already achieved incredible success in less than two years, amassing a career sales volume of \$17,054,400, with \$15,098,400 of that achieved in just the last year.

**FROM DREAMS
TO REALITY**

PHOTO CRED: DUSTIN MCKIBBEN





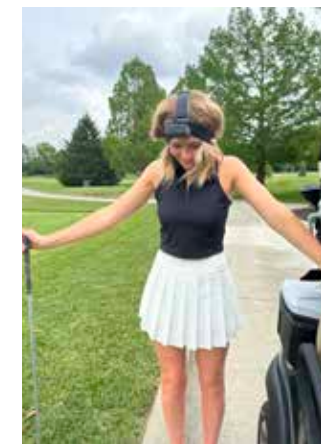
“

I REALLY DO CARE ABOUT ALL OF MY CLIENTS, & I THINK PEOPLE CAN TELL THAT, WHICH MAKES IT EASIER TO WORK TOGETHER.”



However, her path to becoming a Realtor wasn't an overnight decision; it was a dream nurtured over time, deeply rooted in her childhood experiences and shaped by years of industry exposure and personal growth.

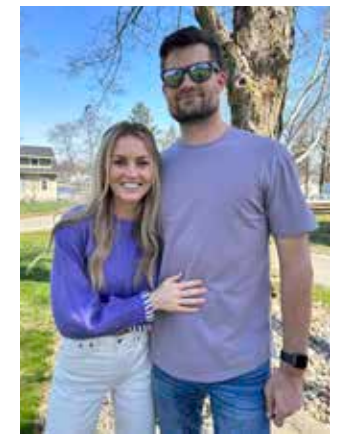
From a young age, Emily knew she was destined to work in real estate. Growing up, she was inspired by her father, Kevin Ewing, whose hard work and kindness left a lasting impression on her. She fondly remembers attending open houses with him, dressing up and soaking in the atmosphere of the profession she would one day call her own. After high school, Emily planned to transition directly into real estate after working for a year. However, what began



as a one-year detour turned into six years of valuable experience at North American Title, where she developed critical communication skills and gained an insider's perspective on the real estate world. Following that, she spent two years in

marketing for Aardvark Home Inspectors, further expanding her knowledge of the industry and sharpening her ability to connect with clients.

The turning point came on New Year's Eve of 2022, when Emily decided it



was finally time to pursue her dream of becoming a Realtor. She took the leap of faith and never looked back, channeling the lessons learned throughout her career into her real estate practice. Her journey is a testament to the power of perseverance, preparation, and confidence.

Emily credits much of her success to the incredible mentors and influences in her life. Her father, of course, played a pivotal role, but her former bosses, Laura Ormsby and Joe Mishak, also had a significant impact. Laura helped her build the confidence to excel in professional settings,



“

YOU'VE GOT TO REALLY WANT IT AND **STAY DEVOTED, ALWAYS KEEPING YOUR CLIENTS' BEST INTERESTS IN MIND.”**

”

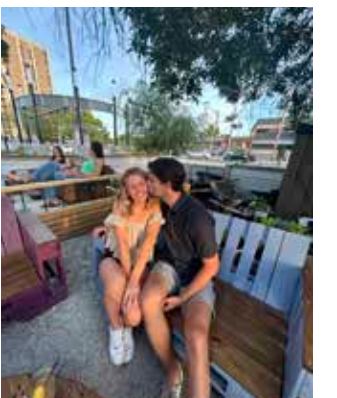




“
**PEOPLE CAN
SPOT AN
INGENUINE
PERSON IN A
HEARTBEAT.”**

while Joe provided her with opportunities to grow and thrive in the industry. Emily also finds inspiration in her colleagues at North Eastern Group Realty and her mentor Rick Fletcher, who has guided her through the complexities of the real estate business. She firmly believes that the people you surround yourself with play a significant role in shaping your success.

Armed with a marketing degree from Indiana University Purdue University Fort Wayne (now PFW), Emily has effectively leveraged her education to build her brand and connect with clients. She understands the importance of personal and professional branding, especially in a competitive industry like real estate. Her creative use of social media has been a game-changer, allowing her to showcase her personality and work ethic while building meaningful



connections with potential clients.

For Emily, the most rewarding part of being a Realtor is the ability to change people's lives. She finds immense joy in helping first-time homebuyers achieve what they thought was impossible, guiding clients as they build their dream homes, and celebrating alongside families as they upsize or move to the country. Witnessing these milestones and knowing she played a role in them is what drives her. "It is amazing being able to see them at the closing table as they start such an important chapter," Emily shares. "Realizing you are part of the reason they got there is incredibly fulfilling."

However, the road hasn't been without challenges. Emily admits that her deep emotional connection to her clients can make navigating difficult transactions especially tough. Balancing professionalism with genuine care requires finesse, and she's worked hard to improve her ability to think on her feet and adapt to last-minute changes. Rejection is another hurdle she has faced, but she's learned to accept that not every client will be the right fit. Her resilience and determination to improve have only strengthened her resolve to be the best Realtor she can be.

Emily attributes her success to her authenticity, work ethic, and genuine care for her clients. "People can



spot an ingenuine person in a heartbeat," she says. "I really do care about all of my clients, and I think people can tell that, which makes it easier to work together." Her commitment to her clients' needs, coupled with her ability to make the buying and selling process enjoyable, sets her apart in a competitive market.

Outside of real estate, Emily enjoys staying active through fitness classes and spending quality time with her nieces, nephew, family, and friends. She's also passionate about exploring new restaurants, reading, and creating content for social media. Her love for community and connection shines through in every aspect of her life, making her a relatable and approachable professional.

For those considering a career in real estate, Emily offers sage advice. "It's easy to get caught up in the highlight reel of a Realtor's life on

social media, but there's a lot of work behind the scenes that people don't see," she explains. "It's a huge leap of faith to jump into a career with no guaranteed income. You've got to really want it and stay devoted, always keeping your clients' best interests in mind."

Looking back, Emily is immensely grateful for the support she's received from friends, family, colleagues, and clients. "Being in this career field, I've met some amazing people, from Realtors to vendors, and I've received so much love and support. I'm truly grateful for that," she says.

With her unwavering dedication, authentic approach, and passion for making a difference, Emily Ewing is quickly establishing herself as a rising star in real estate. Her story is a powerful reminder that with the right mindset and support, dreams can become reality.



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THE REAL UPDATE

JON GOOD

Let's get **real**. This movement has caught fire. What movement am I referring to? The movement that you all know as *Real Producers*. Indianapolis was the starting point for a program that is now in over **140 markets** across the country. That's a lot of traction in under ten years. As we grew, we knew that we wanted to brand ourselves the same across the board but never lost sight of the local mission.

This magazine has been successful because of its ability to connect top-producing agents with preferred partners and with each other. There are many other reasons that make it successful, but, at its core, that is what this is all about.

The vision is simple: We want to be a one-stop shop for top-producing agents in every market across the nation. How do we do that? In my opinion, three main groups of people stand to benefit from this monthly publication: the REALTORS® featured, the partners that advertise and the publishers who produce the magazine.

What's in it for the REALTOR®? It is truly a badge of honor to receive the magazine. Being in the top 300 out of 1,500-plus agents is an accomplishment in

itself. There are countless perks to being featured in the magazine, but one of my favorites is the element of humanizing a local legend in real estate.

What's in it for our partners? The struggle is real. How do we connect with influential, top-producing agents in our market? How do we cultivate relationships with this group? Our partners get constant exposure through the monthly magazine and the quarterly events. The hard work is done. Partners just need to show up!

What's in it for the publisher? Our publishers have the unique ability to connect with a group of people that is otherwise pretty difficult to get in front of. We are all busy building our own businesses. Our publishers are entrusted with featuring top agents, connecting our partners and producing quality content regularly.

Where do you fit in all this? It's simple. Connect us with people. Who should be on the next cover? What business is catering to REALTORS® at a high level? Who should be our next publisher to launch a *Real Producers* magazine in a new market?

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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2025, to January 31, 2025

#	Agent	Office	Units	Volume	Average
1	Bradley Stinson	North Eastern Group Realty - UPNOEA	5.5	\$3,677,400	\$668,618
2	Evan Riecke	Encore Sotheby's International Realty - UPENSO	8	\$3,203,583	\$400,447
3	Dana Botteron	CENTURY 21 Bradley Realty, Inc - UPBRAD	7	\$3,032,714	\$433,244
4	John Garcia	Impact Realty LLC - UPIMPA	4	\$2,707,000	\$676,750
5	Warren Barnes	North Eastern Group Realty - UPNOEA	10	\$2,516,800	\$251,680
6	Bradley Noll	Noll Team Real Estate - UPNTRE	7	\$2,458,400	\$351,200
7	Todd Stock	RE/MAX Results - UPREMX01	3	\$2,440,000	\$813,333
8	Daniel Orlando	Mike Thomas Associates - NE341	4	\$2,300,000	\$575,000
9	Beth Goldsmith	North Eastern Group Realty - UPNOEA	4	\$2,204,900	\$551,225
10	Jody Holloway	Coldwell Banker Holloway - UPCOHO	5	\$2,175,500	\$435,100
11	Tim Haber	CENTURY 21 Bradley Realty, Inc - UPBRAD	6	\$2,163,900	\$360,650
12	Steve Ness	Ness Bros. Realtors & Auctioneers - UPRLNB01	4	\$2,154,400	\$538,600
13	Troy Wieland	Wieland Real Estate - UPWREE	4	\$2,050,250	\$512,562
14	Joelle Ruefer	Encore Sotheby's International Realty - UPENSO	2	\$2,040,000	\$1,020,000
15	Lynette Johnson	North Eastern Group Realty - UPNOEA	5	\$1,997,490	\$399,498
16	Heather Regan	Regan & Ferguson Group - UPREFE	2.5	\$1,986,445	\$794,578
17	Leslie Ferguson	Regan & Ferguson Group - UPREFE	2.5	\$1,986,445	\$794,578
18	Matthew Donahue	CENTURY 21 Bradley Realty, Inc - UPBRAD	6	\$1,961,800	\$326,966
19	Gregory Fahl	Orizon Real Estate, Inc. - UPORIZ	4	\$1,909,800	\$477,450
20	David Augustyniak	RealtyFlex of N.E. Indiana LLC - UPRFLX	2	\$1,900,000	\$950,000
21	Josh Krueckeberg	Krueckeberg Auction And Realty - UPKRAU	2.5	\$1,854,090	\$741,636
22	Jordan Wildman	eXp Realty, LLC - UPEXPR	7.5	\$1,838,900	\$245,186
23	Coreen Miller	Right Key Realty - NE2370	6	\$1,792,000	\$298,666
24	Alan Scherer	North Eastern Group Realty - UPNOEA	2	\$1,640,000	\$820,000
25	Elizabeth Urschel	CENTURY 21 Bradley Realty, Inc - UPBRAD	4	\$1,637,061	\$409,265
26	Jackie Clark	Coldwell Banker Real Estate Group - UPRWGR09	2	\$1,614,000	\$807,000
27	Edmond Jemison	CENTURY 21 Bradley Realty, Inc - UPBRAD	3	\$1,610,000	\$536,666
28	Elius Hogan	Hosler Realty Inc - Kendallville - NE11	5	\$1,525,199	\$305,039
29	Daniss Warner	Uptown Realty Group - UPUTRG	7	\$1,504,800	\$214,971
30	Brandon Stone	CENTURY 21 Bradley Realty, Inc - UPBRAD	12	\$1,445,900	\$120,491
31	Lucas Deck	Weichert Realtors - Hoosier Heartland - NE2458	7	\$1,441,000	\$205,857
32	Larry White	Liberty Group Realty - UPLIGR	5	\$1,417,000	\$283,400
33	Baylee McMaken	American Dream Team Real Estate Brokers - UPADTR	4	\$1,413,750	\$353,437

#	Agent	Office	Units	Volume	Average
34	Rita Howell	Hosler Realty Inc - Kendallville - NE11	2	\$1,400,000	\$700,000
35	Diane Palermo Blake	Blake Realty - UPBLRE	5	\$1,382,147	\$276,429
36	Alison Rhinehart	Regan & Ferguson Group - UPREFE	1	\$1,375,000	\$1,375,000
37	Justin Heflin	Mike Thomas Assoc., Inc - UPMTAS	3	\$1,368,800	\$456,266
38	Joni Donaghy-Myers	Coldwell Banker Holloway - UPCOHO	4	\$1,310,000	\$327,500
39	Andrew Morken	Morken Real Estate Services, Inc. - UPMRSI	3	\$1,289,500	\$429,833
40	Scott Marker	Anchor Realty - NE2413	2	\$1,288,700	\$644,350
41	Andy Zoda	Coldwell Banker Real Estate Group - UPRWGR05	5	\$1,262,000	\$252,400
42	Mary Anne Taylor	North Eastern Group Realty - UPNOEA	5	\$1,251,000	\$250,200
43	David Gall	Coldwell Banker Real Estate Group - UPRWGR09	3	\$1,245,250	\$415,083
44	Tyler Secrist	CENTURY 21 Bradley Realty, Inc - UPBRAD	4	\$1,239,900	\$309,975
45	Courtney Ousley	North Eastern Group Realty - UPNOEA	3	\$1,237,490	\$412,496
46	Reginald Miller	Mike Thomas Assoc., Inc - UPMTAS	3	\$1,228,800	\$409,600
47	Preston Fisher	Mike Thomas Assoc., Inc - UPMTAS	1.5	\$1,215,000	\$810,000
48	Heather Sanders	eXp Realty, LLC - UPEXPR	4	\$1,194,899	\$298,724
49	Beverly Grzych	BKM Real Estate - UPBKMR	3	\$1,192,500	\$397,500
50	Joyce Swartz	Coldwell Banker Real Estate Group - UPRWGR09	3	\$1,162,900	\$387,633

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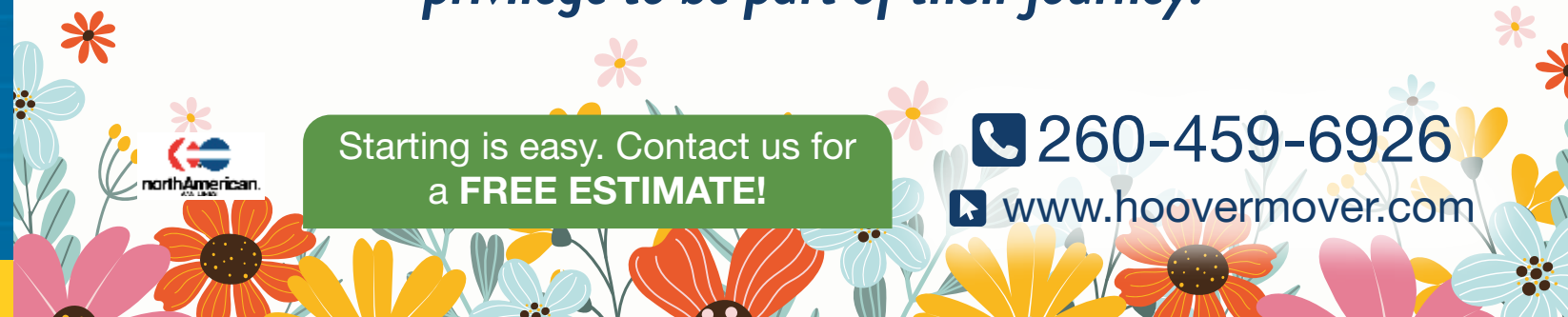


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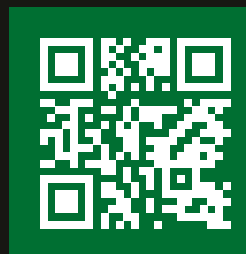
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TOP 100 STANDINGS

Year-End Top 100 Standings: From January 1, 2025, to January 31, 2025

#	Agent	Office	Units	Volume	Average
51	Isabella Reed	Keller Williams Realty Group - UPKEPR	2	\$1,138,000	\$569,000
52	Jason Currington	American Dream Team Real Estate Brokers - UPADTR	4	\$1,135,900	\$283,975
53	Brenda Williams	CENTURY 21 Bradley Realty, Inc - UPBRAD	4.5	\$1,132,228	\$251,606
54	Monica Riecke	CENTURY 21 Bradley Realty, Inc - UPBRAD	3	\$1,127,500	\$375,833
55	Debbie Lucyk	CENTURY 21 Bradley Realty, Inc - UPBRAD	4	\$1,126,000	\$281,500
56	Valarie Bartrom	Mike Thomas Assoc., Inc - UPMTAS	2	\$1,114,414	\$557,207
57	David Springer	Mike Thomas Assoc., Inc - UPMTAS	2	\$1,100,000	\$550,000
58	Lori Stinson	North Eastern Group Realty - UPNOEA	1.5	\$1,090,000	\$726,666
59	David DeHaven	Mike Thomas Assoc., Inc - UPMTAS	3	\$1,084,550	\$361,516
60	Allison Washington	North Eastern Group Realty - UPNOEA	6	\$1,080,454	\$180,075
61	Michael Payne	Coldwell Banker Real Estate Group - UPRWGR05	3	\$1,080,000	\$360,000
62	Kenson Dhanie	Mike Thomas Assoc., Inc - UPMTAS	4	\$1,073,500	\$268,375
63	Kurt Ness	Ness Bros. Realtors & Auctioneers - UPRLNB02	4	\$1,071,900	\$267,975
64	Julia Carsten	Anthony REALTORS - UPANRE	4	\$1,064,900	\$266,225
65	Jennifer Hinen	Keller Williams Realty Group - UPKEPR	3	\$1,060,000	\$353,333
66	Lori Mills	CENTURY 21 Bradley Realty, Inc - UPBRAD	2	\$1,044,000	\$522,000
67	Patti Couperthwaite	Coldwell Banker Real Estate Group - NE9	3	\$1,032,000	\$344,000
68	Chelsea Johnson	CENTURY 21 Bradley Realty, Inc - UPBRAD	3.5	\$1,017,228	\$290,636
69	David Graney	Keller Williams Realty Group - UPKEPR	5	\$1,014,000	\$202,800
70	Brittany Fischbach	Keller Williams Realty Group - UPKEPR	5	\$998,000	\$199,600
71	J.B.Langas	Hansen Langas, REALTORS & Appraisers - UPHLRA	2	\$995,000	\$497,500
72	Denise Scott	Lewis & Lambright Inc - NE18	4	\$990,000	\$247,500
73	Cassie Rice	Uptown Realty Group - UPUTRG	5	\$987,900	\$197,580
74	Mary Douglass	The Douglass Home Team, LLC - UPTDHT	2	\$983,900	\$491,950
75	Vincent Crump	Hosler Realty Inc - Kendallville - NE11	4	\$981,000	\$245,250
76	Jerry Jenkins	Coldwell Banker Real Estate Group - UPRWGR06	4	\$978,000	\$244,500
77	Heidi Haiflich	North Eastern Group Realty - UPNOEA	3	\$970,900	\$323,633
78	Candice Everage	Weichert Realtors - Hoosier Heartland - NE2458	4	\$930,000	\$232,500
79	Tracey Musser	RE/MAX Results - Angola office - NE30	5	\$926,900	\$185,380
80	Danielle Jackson	Century 21 Bradley-Hamilton Lake - NE2209	2	\$925,000	\$462,500
81	Kira McKinley	Mike Thomas Assoc., Inc - UPMTAS	4	\$925,000	\$231,250
82	Tiffany Reimer	Metzger Property Services, LLC - UPMEPS	5	\$919,500	\$183,900
83	Angela Pachuta	RE/MAX Results - UPREMX02	3	\$919,000	\$306,333

#	Agent	Office	Units	Volume	Average
84	Anthony Isa	RE/MAX Results - Angola office - NE30	5	\$914,000	\$182,800
85	Pam Doty	RE/MAX Results - Angola office - NE30	3	\$905,000	\$301,666
86	Molly Barnhart	CENTURY 21 Bradley Realty, Inc - UPBRAD	3	\$904,000	\$301,333
87	Eric Smith	Uptown Realty Group - UPUTRG	4	\$896,000	\$224,000
88	Brecken Kennedy	Mossy Oak Properties/Indiana Land and Lifestyle - NE2272	1.5	\$877,500	\$585,000
89	Mona Steury	Cedar Creek Realty P.C. - UPCECR	2	\$874,900	\$437,450
90	Michael Kirchberg	Uptown Realty Group - UPUTRG	3	\$840,000	\$280,000
91	Justin Longardner	CENTURY 21 Bradley Realty, Inc - UPBRAD	4	\$839,000	\$209,750
92	Jeffery Walborn	Mike Thomas Assoc., Inc - UPMTAS	2.5	\$834,800	\$333,920
93	Cyndee Fiechter	North Eastern Group Realty - UPNOEA	3	\$830,000	\$276,666
94	Thom Quinlan	CENTURY 21 Bradley Realty, Inc - UPBRAD	1	\$819,000	\$819,000
95	John Sommer	CENTURY 21 Bradley Realty, Inc - UPBRAD	1	\$819,000	\$819,000
96	Teri Davis-Foster	Mike Thomas Associates, Inc. - UPMTAS03	3	\$809,900	\$269,966
97	Jessica Arnold	North Eastern Group Realty - UPNOEA	3	\$807,000	\$269,000
98	Ian Barnhart	Coldwell Banker Real Estate Group - UPRWGR05	4	\$801,500	\$200,375
99	Jim Owen	CENTURY 21 Bradley Realty, Inc - UPBRAD	3	\$799,000	\$266,333
100	Jacqueline Justice	RE/MAX Results - UPREMX01	2	\$790,000	\$395,000

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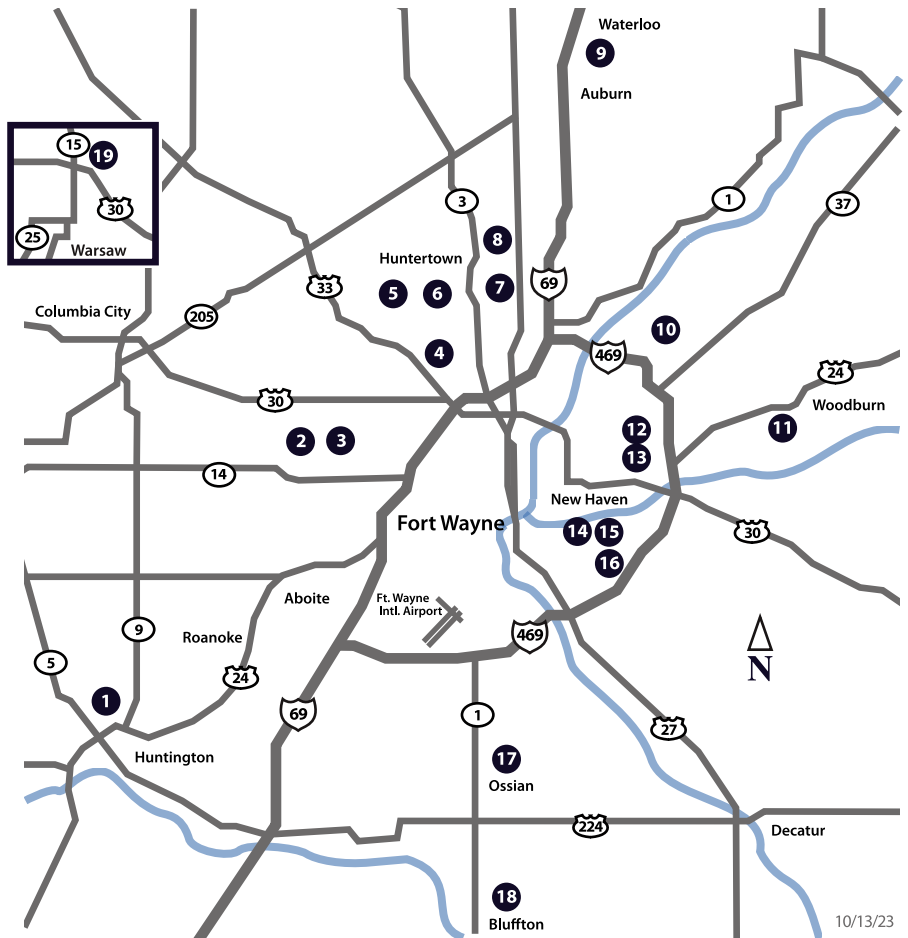
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